

Denis THOMAS

DYNAMIC PROFESSIONAL IN RENEWABLE ENERGY AND HYDROGEN ENERGY STORAGE

Keywords: Renewables, Energy, Hydrogen, Power-to-Gas, Photovoltaic, Biomass, Engineering, Sales, International Business Development, Marketing, Communication, Project management

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Belgian, born 11 July 1981 (33 years old)
Married, 2 children



WORK EXPERIENCE

HYDROGENICS (Oevel, Belgium) **Sept. 2014 – present**
International Business Development Manager Power-to-Gas - www.hydrogenics.com

- Business Development in the field of hydrogen production from renewables via water electrolysis process (Alkaline and PEM technologies).
- Project coordination "Power-to-Gas Roadmap Study for Flanders"

IKAROS SOLAR (Gembloux & Schoten, Belgium) **August 2011 – Sept. 2014**
Sales Manager Wallonie/Bruxelles - www.ikaros-solar.eu (3 years)

- Regional sales office management: Sales team, Administrative team, Installers, start-up B2B activities
- B2B Business development and Key Account Management (Ikea, Colruyt, investors)
- Main achievements: B2B project pipeline development, largest rooftop PV systems sold in Wallonia, reorganization of the office, work optimization, creation of new internal tools

SUNSWITCH (Louvain-la-Neuve, Belgium) **July 2009 - April 2011**
Sales Director - www.sunswitch.be (1 year and 9 months)

- Managing the Sales & Marketing Department (10 sales + 2 assistants)
- Main achievements: sales objectives reached (5 MW_p sold in 2010 vs. 2.5 MW_p in 2009), review of market positioning (as Premium actor) and brand creation, review of product and service mix, new marketing activities (fairs, open days...), review of all communication channels, business development (residential, agriculture and industrial customers), creation of the PV simulator, edition of "L'E-book pour réussir votre projet photovoltaïque"

EUROPEAN PHOTOVOLTAIC INDUSTRY ASSOCIATION (Brussels, Belgium) **Aug. 2008 - July 2009**
Economist - www.epia.org 2009 (11 months)

- Analysis of the PV market, updating and creation of statistics related to market development, elaboration of market scenarios (competitiveness vs. grid parity analysis), building PV industry intelligence, follow-up of EU and national legislation (policy database), participation in different international working groups on PV, presentation at international conferences, EU Projects coordination
- Main achievements: SET FOR 2020 project (12% of PV electricity by 2020 in EU), PV-EMPLOYMENT (EC project), EPIA Market Outlook 2013, EPIA Market Workshop 2009, PV Investment Conference 2009

ENERGIE FACTEUR 4 (Wavre, Belgium)

May 2006 - Aug. 2008

Photovoltaic facilitator for the Walloon Region - www.ef4.be

(2 years and 4 months)

- Technical, financial and administrative follow-up of 15 PV pilot projects , single point of information in Wallonia for PV (technical, legal and financial aspects), many presentations to all kind of audience (residential, industry, PV installers, electricians, politicians, students, ...), consultant for the Walloon Government
- Main achievements: 10 PV projects realized (+/- 50 kWp installed on public buildings), information website www.ef4.be, many (>200) oral presentations, organisation of the Solwatt Tour

ACADEMIC BACKGROUND

European Master in Renewable Energy (EUREC Agency, Brussels) - www.master.eurec.be

Sept. 2004 - Dec. 2005

- Study of renewable energies (wind, solar thermal, photovoltaic, biomass) - 4 months at the University of Oldenburg (Germany)
- Specialization in biomass (resources, energy crops, combustion, gasification, pyrolysis, biofuels, biogas) - 4 months at the University of Zaragoza (Spain)
- End of study project about biomass pyrolysis and market study for pyrolysis oil in Europe - 5 months in the company BTG World (Netherlands)

Master in Business Administration (HEC, Liège, Belgium) - www.hec.ulg.ac.be

Sept. 1999 - June 2004

- *La Haute École des Hautes Études Commerciales de Liège* - 5 year university level course in Business Administration and Applied Science (Grade : *grande distinction*)
- End of study project: Pragmatic study of an electricity producing firm in the context of the liberalisation of the electricity market in Wallonia and of ways of reducing the electricity production costs of the firm

SKILLS

- **International personality** and business culture, open-minded, multi-cultural
- High work **flexibility** and willingness to travel
- **Fast learner and result-driven**
- Natural **leader** and motivational manager
- Ability to make **presentations in public** and to explain complex topics with simple words
- **Computer literate** : excellent knowledge of Excel, Word and PowerPoint, website creation (www.denisthomas.be, www.lespatriotes.be)
- Languages:
 - **French**: native
 - **English**: fluent (business level)
 - **Spanish**: good (daily practice)
 - **Dutch**: good (level B2 Netherlands Academy)

HOBBIES

- Board games, reading, squash, badminton, trekking, scouts
- Participation twice a year to military reconstitutions with Napoleonian costumes: "*Marches Folkloriques de l'Entre-Sambre-et-Meuse*"